

PRUDENTIAL FINANCIAL INCREASED BENCH STRENGTH WITH INSIDEOUT DEVELOPMENT

CHALLENGES

The business challenges that led Prudential Financial to evaluate and ultimately select InsideOut Development:

Top purchasing drivers for investing in InsideOut Development:

- More effective coaching by managers and leaders
- Greater performance and communication through coaching conversations
- Better success in building a coaching culture
- Implementation of a coaching mindset to drive performance/bench strength/engagement

USE CASE

The key features and functionalities of InsideOut Development that Arkema uses:

Departments that utilize InsideOut

Development methodologies/programs:

- Sales
- Customer Service

How they measure coaching success at their organization:

- Improved work culture
- Increased 1:1 consistency

Company Profile

Company:

Prudential Financial, Inc.

Company Size:

Global 500

Industry:

Insurance

About InsideOut Development

InsideOut Development turns managers into leaders by making it easy to have effective coaching conversations that develop and focus people. Their coaching framework empowers coaches to align teams and spark ownership of outcomes.

Learn More:

[InsideOut Development](#)



InsideOut Development’s coaching model and tools drive key performance metrics for my team.



RESULTS

Prudential Financial achieved the following results with InsideOut Development:

Key benefits realized since working with InsideOut Development:



Increased number of meaningful conversations between managers and employees



Improvement realized in the following areas since working with InsideOut Development:

- Employee engagement
- Retention
- Specific team performance metrics
- Internal promotions
- Manager-employee conversations

Strongly agree that InsideOut Development is easily adaptable and delivers exceptional customer service to meet their organization’s needs.



Realized an impact within the first year after implementing InsideOut Coaching.

